

HP Quote Customer Quote



Big Deal # 187904 Version # 4

OPG Number:

Quote Distribution Date 04/29/04

Deal Description: BIG BUY

Deal Dates: Ship Begin 04/26/04
Order From: 04/26/04

Ship End: 10/31/04
Order To: 10/31/04

Deal Lead: JONATHAN OPELT

Customer

STATE OF UTAH
SALT LAKE CITY UT

Direct/Agent Deal
State Government
Country Code US
Price List Code US
Price Term SLED
Currency US \$
MC Code

Complex Deal N
Agent/Sales Incentive N
Cash Disc. Percent 0 %
Cash Payment Days 30

Referral Partners

Product Number Offerings

Product Number	Opt	Description	PL	Est Qty	Ord Min	Rsl Max	Deal Max		Price US \$	Offer Type	Begin Date	End Date	
201723-B22		Modular SAN Array 1000	1Y	10					7,595.00	5,600.00	BD Net	04/26/04	10/31/04
286714-B22		72GB 10K U320 Pluggable Hard Drive	SI	200					408.00	275.00	BD Net	05/03/04	10/31/04*
286716-B22		146GB 10K U320 Pluggable Hard	SI	200					731.00	500.00	BD Net	05/03/04	10/31/04*
310587-001		DL380G3 X3.06 512KB/533 1GB 1P	SY	50					2,694.00	1,949.00	BD Net	04/26/04	10/31/04
325134-001		DL580R02 X2.8-2M 2P US	SY	10					15,385.00	12,600.00	BD Net	04/26/04	10/31/04
330731-B22		MSL6030 1-dr, Ultrium 460, LVDS,	LJ	5					14,184.00	10,500.00	BD Net	04/26/04	10/31/04
DE466A		256MB PC3200 (DDR400) DIMM	7F	200					125.00	61.02	BD Net	05/03/04	10/31/04*
DH944U		HP Compaq nc8000 P-M 1.6G 15.0+	AN	100					2,227.00	2,100.00	BD Net	04/26/04	05/02/04
									2,227.00	1,800.00	BD Net	05/03/04	10/31/04*
DV111U		Compaq nx5000 P-M 1.5G 15.0	AN	100					1,449.00	1,300.00	BD Net	04/26/04	10/31/04
FA107A		IPAQ H5550 Pocket PC	21	100					636.00	525.00	BD Net	04/26/04	10/31/04
PB463A		HP dc5000uT P2.8A 40G 256Mb XP	7F	500					821.00	821.00	BD Net	04/26/04	04/28/04
									821.00	650.00	BD Net	04/29/04	10/31/04
PB469A		HP dc5000uT P3.0E 40Gb 256Mb XP	7F	500					930.00	775.00	BD Net	04/26/04	10/31/04
PB475A		HP dc5000 SFF P2.8A 40Gb 256Mb	7F	500					821.00	650.00	BD Net	04/26/04	10/31/04
PB481A		HP dc5000SFF P3.0E 40Gb 256Mb	7F	500					930.00	775.00	BD Net	04/26/04	10/31/04

All Big Deal quotes are subject to the Big Deals Terms and Conditions, which are fully incorporated into this quote by reference.
HP Direct Terms and Conditions

The following is a subset of HP Direct terms and conditions provided for information only, and should not be construed as a complete contract. All orders are subject to complete signature and HP acceptance. Customized product and service orders can only be accepted after set-up is complete.

- 1) Prices do not include shipping, handling, and delivery charges unless otherwise indicated in this quotation.
- 2) End-users must purchase product for their own internal use; resales are not eligible for special pricing discounts or rebates.
- 3) Special pricing outlined within the agreements may not be combined with any other Special Program or Promotion unless specifically indicated within the terms and conditions of the agreement letters.
- 4) Prices remain valid for 90 days unless otherwise indicated in this quotation.
- 5) Prices are exclusive of applicable sales, use, service, value added or like taxes.
- 6) Pricing is based upon estimated volumes. If estimated volumes are not met, HP reserves the right to adjust related pricing in the next ordering period.
- 7) Customer may cancel orders for products up to five (5) business days prior to shipment.
- 8) HP will accept defective-upon-arrival ("DOA") returns up to thirty (30) days following shipment date.
- 9) Payment terms are subject to HP credit approval.
- 10) Standard warranties specified and provided by third parties apply. HP will not necessarily provide warranty coverage on third party products.

The quotation for each non-standard offering is valid for 30 days. If the business is not awarded by the End User within this timeframe, HP reserves the right to re-quote or withdraw this offer.

Quote Definitions:

(These definitions are provided for clarification purposes only. For legal considerations, please refer to the Big Deal Terms and Conditions.)

Hewlett-Packard Company: For purposes of this quote, the terms "Hewlett-Packard Company" or "HP" may be used to refer both to HP and its past or current subsidiaries, including Compaq Computer Corporation and Compaq Federal, LLC.

Reseller B: Reseller that sells to the End User or an Agent that performs a service for the End User.

Referral Partner: Reseller who solicits sales to be made directly by HP to the End User.

Offering Types:

Product Line (PL): Offering which applies to all of the HP product numbers within the quoted PL.

Product Family (PF): Offering which applies to all of the HP product numbers within an HP PF. PF is often a subset of PL.

Product Series (SR): Offering which applies to all of the HP product numbers within an HP SR. SR is a subset of PF.

Product Model (MD): Offering which applies to all of the HP product numbers within an HP MD. MD is a subset of SR.

Product Number (PN): Offering which applies to the designated product number only.

Net Price (BD NET): Net Price offered on the Product Number.

Incremental Discount Amount (IDA): Discount expressed as a dollar amount which is tied to the list price on the quote for the line item. When the list price changes, the IDA is no longer valid.

% of List: Authorized discount off of the HP List price.

Offering Type: Indication of which special offering discount is authorized for each product number on the quote; Net Price, IDA, % of HP List.

Indicators:

HP Direct Deal: Indicates that this quote reflects End User pricing for sales to be made directly by HP to the identified End User.

United States/ Canada: "Y" indicates quote is valid for this country.

OPG Number: Reference number for a Global deal, not applicable within US or Canada

MC Code: Miscellaneous Charge code for internal discount accounting purposes

Global: "Y" indicates there is a global offering associated with this deal as outlined in the Special Terms and Conditions outlined on the quote.

*****: Indicates this line is new, or modified with this current version of the quote

Dates:

Deal Duration: Date range indicating the earliest Effective Date and latest End Date of any offering line item on the quote.

Effective Date: First End User shipment date the offering is available on the line item.

End Date: Last End User shipment date the offering is available on the line item.

Version Date: Date this version of the quote was released for quotation.

Special Configurations:

When HP generates a quote for a Special Configuration, a TBx Option is initially specified on the quote. On the subsequent version of the quote, the TBx Option is replaced by HP with an orderable SKU number. For the latest version of the Big Deal quote, please contact your HP Sales Representative.

HP has financing options for technology solutions for the End User. If in the U.S., please contact the local HP Technology Finance representative or call 1-888-999-HPTF(4783) for more information; if in Canada, please call 1-800-HP LEASE (1-800-475-3273).